

Message Text

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ACTION NEA-10

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FM AMEMBASSY DAMASCUS
TO USDOC WASHDC PRIORITY
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AMEMBASSY BEIRUT

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USDOC FOR JULIAN HAMMOND SAD/OIM/BIC

USDOC FOR PETER HALE CAGNE/OIM/BIX

BEIRUT FOR RTDO

E.O. 11652: N/A

TAGS: BEXP,SY

SUBJ:HDAMASCUS INTERNATIONAL FAIR FY 76

1. DUSEX RECEIVED MIDNIGHT TELEPHONE CALL AT RESIDENCE FROM ELIE JOSEPH FOCO INTERNATIONAL JUNE 5. WORKING NOTES AND SPECIFICATIONS IN OFFICE BUT MORE IMPORTANTLY USDOC REVISED CONTRACT NOT YET RECEIVED THEREFORE AT CONSIDERABLE DISADVANTAGE TO DISCUSS ALL DETAILS. MUST ASSUME THAT 14 1/2 PERCENT COST INCREASE, WHICH DOES NOT INCLUDE SIX 3 X 5 BOOTHS MUST DIFFER APPRECIABLY FROM ORIGINAL BID SPECIFICATIONS WE HOLD AND REFLECT PROPORTIONATELY GREATER SET OF SERVICES AND UNITS THAN THOSE ON WHICH FOCO AND GLAHE BID IN APRIL. THIS WOULD CERTAINLY HAVE BROUGHT ALTERNATIVE OF A-2 SYSTEM IN CAIRO PLUS GLAHE REFURBISHING WELL INTO BALLPARK.

2. EXTREMELY DISTURBED AT JOSEPH'S RELUCTANCE TO SEND MAN OUT IMMEDIATELY BUT DID NOT ARGUE POINT. NOW MUCH PREFER AND INSIST REPEAT INSIST HE HAVE ADVANCE MAN IN DAMASCUS AT LATEST JUNE 23RD HAND CARRYING 14 SETS OF COMMERCIAL INVOICES AND COMPLETE
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INVENTORY OF AIR CHARTER DELIVZRY. WE WILL ASSIST

HIM AS BEST POSSIBLE TO ORGANIZE LOCAL TRANSPORT AND EXPEDITE CUSTOMS CLEARANCE BUT HE MUST BE PREPARED AND AUTHORIZED TO IMMEDIATELY REVIEW WITH DUSEX AND DUSEX' ARCHITECTURAL ASSISTANT STATUS OF PAVILION AND SHORTFALL OF SYSTEM MATERIALS AND EQUIPMENT TO BE ADDED TO CHARTER FLIGHT. ALSO HE WILL NEED TO RESOLVE LOGISTICS REQUIREMENTS FOR HIS CREW, EMPLOYMENT OF LOCAL LABOR AND INTERPRETERS, AND FAMILIARIZE HIMSELF WITH LOCAL TRADE UNION REGULATIONS AND CODES. ADVANCING DATE OF CHARTER FLIGHT AND CORRESPONDINGLY ADVANCE MAN OF IMMEASURABLE BENEFIT IF POSSIBLE.

3. USDOC ADVISED BY TELEPHONE THAT CONTACT POINT BETWEEN DUSEX AND FOCO WILL BE THROUGH THEIR NEW YORK OFFICE. WITH JOSEPH'S EXTENSIVE TRAVEL SCHEDULE WHICH DUSEX CANNOT ANTICIPATE, A SEVEN HOUR TIME DIFFERENCE AND COST OF TWENTY DOLLARS FOR THE FIRST THREE MINUTES OF A STATION TO STATION CALL IT IS HARD TO IMAGINE THERE IS NO ALTERNATIVE. REQUEST ADVICE BY CABLE OR LETTER IF FOCO CHIEF OF PARTY CAN QUOTE ON WORK ORDERS AND IF HE LIKewise IS AUTHORIZED TO DISCUSS FINAL CONSTRUCTION CONTRACT SETTLEMENT AT END OF FAIR. IS ARTICLE IV SUPERVISION CLAUSE PAGE 6 OF CONTRACT NOW INVALID?

4. EMBASSY DOES NOT HAVE TELEX AND COMMERCIAL CABLE SO UNRELIABLE THAT WE SHALL HAVE TO CONTINUE SENDING ALL CABLE TRAFFIC THROUGH USDOC FOR YOUR INFORMATION AND RELAY TO FOCO.

5. FURTHER CONCERN WAS JOSEPH'S STATEMENT THAT FURNITURE AND POSSIBLY SOME ELECTRICAL EQUIPMENT WOULD NOT BE INCLUDED IN AIR SHIPMENT. DUSEX IS FULLY ACQUAINTED WITH LOCAL SUPPLY SYSTEM AND NEITHER IS AVAILABLE FROM LOCAL SUPPLIERS OR EMBASSIES IN BEIRUT OR DAMASCUS. THIS WAS APPARENT IN 1974 EXHIBITION AND GROWTH OF EMBASSY - DAMASCUS HAS STRETCHED LOGISTICS BEYOND LIMIT. PRESENT CONDITIONS MUST RULE OUT BEIRUT ENTIRELY AS SOURCE OF ANY MATERIALS ESPECIALLY IN THE TIME FRAME
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IN WHICH WE ARE WORKING. HAD ASSUMED THIS WAS REASON FOR BOTH BOOTH AND UNIT COST BREAKDOWN IN BID SPECIFICATION AND CONTRACTOR SHOULD NOT NOW BE PERMITTED TO SUPPLY AT HIS OPTION.

6. REPEATING PREVIOUS REPORTS TO USDOC, IF ITEM IS NOT INCLUDED IN AIR SHIPMENT IN COMPLIANCE WITH CONTRACT SPECIFICATIONS IT CERTAINLY WILL NOT BE AVAILABLE

IN DAMASCUS. COMMUNICATIONS BY TELEPHONE AND ROAD TO BEIRUT AT BEST ERRATIC AND UNPREDICTABLE AND BUSINESSES THERE ARE NOT FUNCTIONING AT NORMAL LEVELS. THIS SITUATION COULD DEGENERATE, SO TO REPEAT FURNITURE AND ALL ELECTRICALS MUST BE ON CHARTER FLIGHT.

7. FOCO OBVIOUSLY NOT INTERESTED IN UNDERTAKING ADDITIONAL WORK ORDERS FOR EXTERNAL DISPLAY AREA WHICH WILL REQUIRE CONSTRUCTION OF TWO KIOSKS, SPOT AND FLOOD LIGHTING, CROWD CONTROL SYSTEM AND SOME GENERAL BEAUTIFICATION EXPENSES. THIS WILL HAVE TO BE HANDLED BY YACUBIAN ON SPECIAL CONTRACT AND FOCO AGREEMENT. THESE ITEMS WOULD PERMIT ONLY MINIMUM EXTRAS TO MAKE PAVILION ON PAR WITH SURROUNDING MAJOR NATIONAL EXHIBITS. A FULL LIST OF SUGGESTED WORK ORDERS WITH COSTS AND PRIORITIES WILL BE CABLED TO USDOC ON JUNE 23 FOR CONSIDERATION.

8. DESPITE USDOC ADDITIONAL TIME AND EFFORT EXPENDED IN SUPPORT OF THIS EXHIBITION AND RECOGNIZING THAT WEEKLY REPORTS, OF WHICH FIVE COPIES GO TO WASHINGTON, ARE NOT ACTION PAPERS, IT IS REQUESTED THAT SOMEONE READ THE AVAILABLE FOUR IN SEQUENCE TO OBTAIN A CURRENT PICTURE OF THE TOTAL SITUATION WHICH EXISTS AND ITS IMPLICATIONS FOR PROCUREMENT AND MANAGEMENT. SPECIAL REFERENCE SHOULD BE MADE TO REPORT NO. 5 BEING AIRPOUCHED JUNE 7 WHICH FOCUSES ON CONSTRUCTION AND SHIPPING.

9. HAMBASSADOR MURPHY WILL BE IN WASHINGTON (STATE, C/O P. BULLEN, NEA/ARN) WEEK COMMENCING JUNE 16 AND WOULD CERTAINLY APPRECIATE A RUN DOWN ON THE STATUS OF PROCUREMENT IN WHICH HE HAS BEEN SO INTIMATELY INVOLVED.
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10. DUSEX WILL ATTEMPT TO SPEND WORKING DAY OF TUESDAY JUNE 10 IN BEIRUT IF THERE IS NO TRAVEL BAN. THIS TIME NEEDED FOR COORDINATION WITH RTDO ON PROCUREMENT AND NUMEROUS DETAILS OF LOGISTICS INCLUDING HOSPITALITY REQUIREMENTS AND ATTEMPT TO LOCATE IF POSSIBLE OUTDOOR FLOODLIGHTS WHICH ARE URGENTLY NEEDED FOR OUR TWO SEPARATE OUTDOOR AREAS WHICH WILL TOTAL SOME 1300 SQUARE METERS. ALSO SHIPMENT OF CHAIRS WHICH LEFT CAIRO ON APRIL 21 IS STILL NOT CLEARED FROM BEIRUT FREE ZONE.

11. CONTINUING EXCELLENT SUPPORT FROM ALL HANDS IN USDOC, RTDO - BEIRUT AND ALL OTHERS GREATLY APPRECIATED.
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